

PRESS ENTER TO UPDATE; PF3 TO EXIT

T35 FUS635P2

ACCOUNT INFORMATION MANAGEMENT

08/15/96 08:53

PROD CAMLIB

PARTNERS ACCOUNT MAINTENANCE

Next FN: _____

PARTNERS PLAN B 01/01/1996 THRU 06/30/1996

967196 THE GRAND UNION COMPANY
MONTGOMERY, NY
Sales Division: 1623

Plan : B Status : ACTIVE
Parent: 235200 Offlist :
Paying: 235200

CATEGORY	BASE-RANGE	END	CHG	CARTONS	AP RATE	PAYMENT
CATEGORY 1						Y
TOTAL RJR	14.0	13.3	-0.7			Y
SPECIAL PYMT						

UPDATED: 08/15/1996 WSACE KURUC JR, G TOTAL:\$
Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
HELP QUIT RETRN SPCL PREV NEXT DATE NOTES VSR MAIN

51846 1408

PARTNERS Program Final Evaluation Form - Plan B - Period: January - June, 1996

Ship-to Account Name: Grand Union Company

Updated Through:
Last Input:
8/16/96

Ship-to Account Number 9671960

Category I

Customer SOM Determination:

Performance Approval: _____

RJR Beginning Period Base SOM: 14.0%

RJR Ending Program Period SOM: 13.3%

Result (+ / -): -0.7%

RJR Sales Less Than 105% of Purchases: YES (Qualifying sales recalculated at 105% of purchases)

<u>RJR Qualified # of Cartons Sold</u>	<u>Rate/Carton</u>	<u>Category I Payment</u>
<u>128,483</u>	<u>\$0.00</u>	<u>\$0</u>

Category II

<u>RJR Qualified # of Cartons Sold</u>	<u>Rate/Carton</u>	<u>Category II Payment</u>
<u>128,483</u>	<u>\$0.00</u>	<u>\$0</u>

Total

<u>RJR Qualified # of Cartons Sold</u>	<u>Rate/Carton</u>	<u>Category II Payment</u>
<u>128,483</u>	<u>\$0.00</u>	<u>\$0</u>

Participant Signature _____

Title _____

Date _____

R. J. Reynolds Tobacco Company _____

Title _____

Date _____

51849 1996

1996 PARTNERS PROGRAM
Plan B Customer
Program Tracking
(Report in Cartons)

Ship-to Account Name: Grand Union Company

Updated Through
 Last Input:
8/15/96

Ship-to Account Number: 9671960

	12/29/95 Inventory	January Purchases	February Purchases	March Purchases	April Purchases	May Purchases	June Purchases	Current Month Inventory	To-Date Sales
RJR	4,194	27,330	13,830	22,260	20,190	25,500	16,710	1,531	128,483
P Mor	18,790	117,230	81,830	117,330	112,350	99,240	70,350	5,401	591,719
BAT	2,658	22,470	11,460	18,120	17,970	22,470	13,080	1,884	106,344
LOR	3,262	26,430	13,590	20,880	21,210	25,170	16,020	716	125,846
LIG	714	2,820	840	2,040	2,460	1,710	1,200	270	11,514
Other									
Grand Total	29,618	196,280	101,650	190,630	174,180	174,090	117,360	9,802	963,906

Base RJR SOM 14.0%

Total RJR Purchases 128,820
(To-Date)

Total RJR Sales 128,483

(To-Date)

Ending RJR SOM 13.3%

Grand Total Sales 963,906

(To-Date)

(To-Date)

+ or - RJR SOM -0.7%

RJR Ending SOM 13.3%

(To-Date)

(To-Date)

RJR Representative _____

Date _____

Ship-to Account Representative _____

Date _____

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Revised

AMENDED
NEW YORK CIGARETTE TAX
RESIDENT AGENT RETURN FORM CG-6

MONTH OF MAY 1996

SCHEDULE "A" VENDORS

CARTONS X 200 CIGARETTES

PD OF 05/11/96

BROWN & WILLIAMSON	6,150	1,230,000
LIGGET GROUP	120	24,000
LORILLARD	7,920	1,584,000
PHILIP MORRIS	22,410	4,482,000
R J REYNOLDS	7,770	1,554,000
TOTAL	44,370	8,874,000

WK OF 05/18/96

BROWN & WILLIAMSON	— 5,070	1,014,000
LIGGET GROUP	240	48,000
LORILLARD	— 5,310	1,062,000
PHILIP MORRIS	— 16,560	3,312,000
R J REYNOLDS	— 5,700	1,140,000
TOTAL	32,880	6,576,000

WK OF 05/25/96

BROWN & WILLIAMSON	7,260	1,452,000
LIGGET GROUP	810	162,000
LORILLARD	9,060	1,812,000
PHILIP MORRIS	46,560	9,312,000
R J REYNOLDS	9,390	1,878,000
TOTAL	73,080	14,616,000

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NEW YORK CIGARETTE TAX
RESIDENT AGENT RETURN FORM CG-6

MONTH OF MAY 1996

SCHEDULE "A" VENDORS

CARTONS X 200 CIGARETTES

PD OF 05/31/96

BROWN & WILLIAMSON	3,990	798,000
LIGGET GROUP	540	108,000
LORILLARD	2,880	576,000
PHILIP MORRIS	13,710	2,742,000
R J REYNOLDS	2,640	528,000
TOTAL	23,760	4,752,000

WK OF

BROWN & WILLIAMSON	0	0
LIGGET GROUP	0	0
LORILLARD	0	0
PHILIP MORRIS	0	0
R J REYNOLDS	0	0
TOTAL	0	0

SUMMARY FOR MONTH MAY 1996

BROWN & WILLIAMSON	22,470	4,494,000
LIGGET GROUP	1,710	342,000
LORILLARD	25,170	5,034,000
PHILIP MORRIS	99,240	19,848,000
R J REYNOLDS	25,500	5,100,000
TOTAL	174,090	34,818,000

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